



BEL AIRE AREA CHAMBER CONNECTIONS

Connecting Businesses to Opportunities



Bel Aire Area Chamber Connections Newsletter

January 2015

HAPPY NEW YEAR!

Mayor Austin, City Council and Staff would like to wish everyone a Happy New Year. In this edition, you will find a special Year in Review to go along with Mayor Austin's State of the City Address on January 6th. You can view the address on Cox cable 7 or read his speech on our website.



Mayor Austin declared "The state of our city is strong--- and our strength is increasing every day. We know where our challenges lie, and we continually look at new opportunities to improve our community."

Bel Aire held a Christmas Open House at city hall on December 16th and Santa was a huge draw as more than 200 people gathered for some Christmas music, cookies, brownies and punch! Tours of city hall were also available for visitors who joined all the fun and excitement. The Bel Aire City Council and Mayor welcomed many visitors, including several state and local public officials. The event was a huge success with the help of the Bel Aire Lions Club! Their support and partnership for this event is greatly appreciated by the City of Bel Aire and the entire community of Bel Aire. Thank you to everyone who made it out!



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2014 Awards & Recognition

- Received the **DISTINGUISHED BUDGET AWARD** from Government Finance Association of the United States and Canada for the 2014 budget document.
- Bel Aire ranked #1 SAFEST **SMALL TOWN** IN KANSAS, by Movoto Real Estate
- Bel Aire ranked #3 SAFEST TOWN IN ENTIRE **STATE OF KANSAS**, by SafeWise
- Bel Aire ranked #4 as BEST PLACE FOR **HOME OWNERSHIP IN KANSAS**, by NerdWallet
- Playful City USA** (2nd Year) designation
- Tree City USA** (16th year) designation

Bel Aire Area Chamber member of the month for January is Edward Jones!

Minh Nguyen is an Edward Jones Financial Advisor serving both individual investors and businesses in his hometown of Wichita, Kansas.



Minh H. Nguyen

Financial Advisor

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Minh went to Wichita State University where he graduated Magna Cum Laude while earning his Bachelors in Finance & Management with a Human Resource Minor. (Go Shockers!)

Before joining Edward Jones, Minh worked for J.P. Weigand & Sons, the largest real estate company in the area. He also managed a local business.

Minh is very involved within the community and passionate about his career as a financial advisor. His mission is to help families, individuals and businesses in his community reach their long term financial needs and goals with a personalized approach.



(YEAR IN REVIEW 2014)

EMPLOYEES/DEPARTMENTS (NEW POSITIONS)



In 2014, our longtime police chief retired and we welcomed several new city employees including Police Chief Darrell Atteberry, PD Officers Justin Camplin, Walter Roney, Josh Elpers, Bailey Menges and Greg Godfrey. Public Works added Ron McCullough and Rich Welty and senior coordinator/administrative assistant Jennie Benetiz joined the team at city hall. One new full-time Police officer was funded by a federal grant as a School Resource Officer

If you would like to receive future electronic editions of this newsletter, please sign up on our website, www.belaireks.gov and simply enter your e-mail address on the "Join our e-mail List" link.

(YEAR IN REVIEW 2014)

MORE EXCITING NEWS!

PUBLIC WORKS

Public Works staff used 29 tons of pothole patch and leveled 200 tons of rock on gravel roads throughout the city. Last year they also completed three major construction projects including 45th street from Webb to the ½ mile line going west, Gunnison from Flagstaff to Clarendon and curb & valley gutter repair was completed in Pearson's Addition. Also, this past summer, 2,300 water meters were changed out and 95 new meters were installed. Approximately 3,000 feet of cast iron water line is being replaced with 8" PVC. 5,500 feet of sewer line was also cleaned.

Due to the defeat of the one-cent sales tax initiative at the ballot box in November, slurry seal plans for many streets have been put on hold. The much-needed repaving repairs on 45th street from Rock to Oliver have also now been placed on hold.

NEW CONSTRUCTION

The City owns approximately 1,300 acres of land, but this is down from 1,600 owned last year. The total land total debt is \$18.3 million in principal, down from \$19.3 million last year. 59 new housing units were constructed in 2014 for a value of more than \$10 million dollars. New businesses also opened in Bel Aire, including Next Level Hoops Academy, Wholesale Fireworks and event center in old Porter Paints building, Marco's Pizza, Concierge Surgical Recovery Center, and Dr. Tim Wolff with the Rock Ridge Family Medical Practice. This translates to a total of **\$22.5 million in commercial construction value for 2014.**

OUR BUDGET

The 2015 budget contained a zero mill increase for the second year in a row. City staff continues to be one of the smallest city staffs in the state when compared to other cities of similar size, and many of the dedicated staff do more than one job function.

BEL AIRE PROUDLY WELCOMES TWO MAJOR BUSINESSES



**Concierge Surgical Recovery Center
in Terre Verde**

Grand Opening December 6th



**DR. Wolff and Rock Ridge Family
Medicine**

Grand Opening April 11th



Sunflower Commerce Park Updates

- ◇ A doctor has purchased 80 acres of land on the southeast corner of 53rd and Greenwich for future development !
- ◇ Mechanic has purchased lot across from FED EX
- ◇ PEC is working on platting of PHASE 2 of the Sunflower Commerce

FACT!

Did you know?

FACT!

For every \$1 million paid on principal, a reduction to the city's debt by approximately 1 mill or \$50,000 will occur.



Next Level Hoops Academy

Grand Opening November 15th



FED EX

GRAND OPENING LATER IN 2015

BUZZI UNICEM! (siding almost complete)



YEAR IN REVIEW 2014

SEVERAL BIG EVENTS WELL ATTENDED!

(BROUGHT TO YOU BY THE COMMUNITY DEVELOPMENT COMMITTEE)

Last year, Community Development Committee was expanded and revised to a new Community Development Advisory Committee. This committee assists the City in planning and organizing community events as well as marketing Bel Aire. In 2014, 95 citizens volunteered their time for events and 34 citizens volunteer regularly to serve on five different committees that serve the council including the community development council, utility advisory, planning commission, tree board, and the public building commission .



SPRING FESTIVAL & EASTER EGG HUNT (April 12th)



2nd ANNUAL HOT DAWG'S POOL PARTY (August 12th)

Bel Aire City Officials hosted the **Second Annual Lunch & Learn** for real estate agents in 2014. Over 50 agents participated in the event learning about Bel Aire and touring all the new home developments in our town.



FALL FESTIVAL (October 4th)

And 20th Year Anniversary of Rec Center

BEL AIRE CHAMBER MEMBERS



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Connecting Businesses to Opportunities



Description: "Ruth's HomeWorks is an organized network of dependable, skilled home service professionals. The owner, Sarah Ruth Gilbert personally pre screens home repair, remodel and maintenance contractors for licensing, insurance as well as eight other criteria. The way it works, when homeowners call with projects, Sarah Ruth matches these needs with her pre qualified professionals. Homeowners never pay for referrals. Instead Ruth's asks for feedback on the contractors referred. Contractors do pay pre-arranged fees to Ruth's, which in turn are considered an advertising expense and are tax deductible. Win-win-win! Sarah Ruth has interviewed 350+ craftsmen but invited only @70 to join. At the moment, there are over 40 active professionals on her exclusive network qualified and ready to refer for everything from housecleaning to whole house renovations ... all the way from the rooftop down to the basement."

Contact info:

info@RuthsHomeWorks.com

Twitter: @RuthsHomeWorks

LinkedIn: www.linkedin.com/in/ruthshomeworks

FaceBook: www.facebook.com/ruths.homeworks

Ruth's HomeWorks Inc

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BEL AIRE CHAMBER MEMBERS



Embroidery Galore is owned by Teri Carlson and is located in Kechi, Kansas. Our specialty is Custom Embroidery and

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Teri Carlson

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Connecting Businesses to Opportunities



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NETWORKING AND MEMBERSHIPS

1. It is very important to network, especially in the early stages of your business. Tourism is all about relationships and making people aware of what you offer.

2. BELOW ARE SOME SUGGESTED WAYS OF BUILDING RELATIONSHIPS IN THE TOURISM INDUSTRY:

- KEEP THIRD PARTY SELLERS INFORMED
- PACKAGE YOUR PRODUCT
- BUNDLING YOUR PRODUCT
- BUILD RELATIONSHIPS WITH COACH TOUR OPERATORS
- JOIN YOUR LOCAL VISITOR CENTRE
- JOIN YOUR LOCAL TOURISM ORGANIZATION
- JOIN OTHER INDUSTRY ASSOCIATIONS
- KEEP THIRD PARTY SELLERS INFORMED



It is your responsibility to ensure that third party sellers such as travel agents, wholesalers and inbound tour operators are familiar with your product.

An important way of promoting your product is by personal sales calls, generally to retail travel agents, but also to inbound and coach operators and tour wholesalers, depending on what is appropriate for your business.

Many small operators are not able to employ sales staff or sufficient sales staff to service all markets e.g. the eastern states and overseas, and may engage the services of a sales representation company to cover specific markets (known as a General Sales Agent GSA).

Sales representation has a cost. It may be more economical to employ your own staff than use a sales representative to

TOP TIPS TO KEEP THIRD PARTY SELLERS INFORMED

1. Provide special rates to people working in retail agencies to encourage staff to experience your product.
2. Offer agents a familiarisation of your tour or service.
3. Send regular newsletters or other direct forms of communications.
4. Ensure that agents have current brochures and rates.
5. Participate in wholesale programs.



Chamber Meetings: Present & Future

The Chamber of Commerce held a meeting on December 3rd and the featured speaker was Laurie Cundiff, Mid-American Credit Union. The chamber member of the month was Heartland Animal Hospital. During the Chamber meeting, relationship building through Health & Wellness Programs was discussed. Mid-American Credit Union offers many different programs designed to help the consumer by focusing on sound healthy financial decisions. An update of the Sunflower Commerce Park was mentioned as well. Heartland Animal Hospital mentioned their Doggie day care has really been taking off and they are looking at expanding into another building to accommodate the increase in doggie day care. Next Chamber meeting will be scheduled for February 4th at noon, Bel Aire City Hall.

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NEW TECHNOLOGY COMMUNICATION DEVICE

mycommunitymobileapp.com



The City of Bel Aire has a new Cell Phone APP!



Bel Aire city leaders are excited to announce the creation of a Bel Aire City App that can be downloaded to all smart phones.

In an effort to be more easily accessible to our citizens, Bel Aire has worked with My Community Mobile to create a City App that can be downloaded to any smart phone. More and more people utilize their smart phones for directions, social media, news, contacts, etc. For this reason, the Bel Aire City Council felt it was important to stay in touch with our citizens through their smart phones.

The app has many functions such as below:

- Contact info for Mayor, City Council and City Staff
- Location of City Parks and Recreation Center
- Report an Issue
- School Locations and Contact Info
- Utility Information and Contact Info
- Shop & Dine Section

The APP is FREE and can be easily downloaded from your APP store or by following these links below:

Method 1: the following links can be accessed to download the app on respective platforms (iPhone or Android).

<https://itunes.apple.com/nz/app/bel-aire-ks-official/id899312224?mt=8>
<https://play.google.com/store/apps/details?id=com.belaire.city>

CHECK OUT WEBSITE FOR MORE INFORMATION!

